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CENTRAL INTELLIGENCE AGENCY REPORT NO. [REDACTED]

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COUNTRY France/Poland

DATE DISTR. 11 October 1951

SUBJECT Policy of the Franco-Polish Trading Company,  
Landy Freres

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1. Since May 1951 the sales policy of the Franco-Polish trading company, Landy Freres (formerly Vitrame) Paris, has shown a marked tendency to turn away from Iron Curtain markets in favor of new ones in the West. The section of the company which had hitherto concentrated on supplying French ballbearings to Poland and other satellite countries was recently instructed to make offers to Canada, Brazil and Chile. This particular section of the company's exports to Poland has shrunk steadily since 15 April 1951, when the French authorities ceased to grant export licenses for ballbearings for that country. Although new Franco-Polish trade agreements were signed at the beginning of July 1951, the issue of these licenses had not been resumed up to 10 July 1951.
2. Landy Freres anticipate that when the new trade agreements come into full operation, they will continue to handle all supplies of French ballbearings for Poland. They doubt, however, whether the Polish authorities will continue to place orders for "pièces detachees", motor cars, trucks, buses and machine tools through their firm, as there are already indications that this business will be done direct with the French producers. This represents a drastic change as far as the firm is concerned, from past times when Jozef Kutin, alias Jose Kutyn and Yachar (fau), as officials of the Polish Embassy in Paris, made it a point of policy to see that all such orders were channeled through Vitrame. Both Landy Freres and the associated firm of Framel have, for some months past, been exercising a policy of retrenchment and economy generally.
3. The association of the Italian trading company Natco, of Rome and Milan, with Landy Freres, Paris, ceased in April 1951. Landy Freres still have an agency, however, at Casablanca, named Pinault, which specializes in imports from Hungary to North Africa.
4. There have been protracted negotiations for the past year or two between Polish representatives and the French suppliers of 12 million francs worth of faulty ballbearings, with a view to settling the question of advance payments made by Poland on these deliveries. Up to the present, Poland has received no satisfaction regarding the payments made.

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